

Message Text

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PAGE 01 KARACH 02362 301202Z

53

ACTION COME-00

INFO OCT-01 EUR-12 EA-07 NEA-10 ISO-00 EB-07 /037 W

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R 300740Z OCT 75

FM AMCONSUL KARACHI

TO SECSTATE WASHDC 9304

INFO AMEMBASSY THE HAGUE

AMEMBASSY ISLAMABAD

AMEMBASSY TOKYO

LIMITED OFFICIAL USE KARACHI 2362

E. O. 11652: N/A

TAGS: BEXP, PK, NL, JA

SUBJ: PRODUCT OPPORTUNITY - MATERIALS HANDLING EQUIPMENT
FOR KARACHI STEEL MILL

REF: A) STATE 254774 B) KARACHI 1522

1. FMC AGENT G. M. ADAMJEE CONVINCED, AS ARE WE, THAT FINANCING WILL BE MAJOR FACTOR IN BID SELECTION AND COMPETITIVE DANGER IS POSSIBILITY OF DUTCH OR JAPANESE PROVISION OF SOFT MONEY. ASIDE FROM THE VALUE OF THIS MATERIALS HANDLING PROJECT, WHICH ADAMJEE ESTIMATES AT \$30 MILLION OF WHICH \$10 MILLION WILL BE FOREIGN EXCHANGE CONTENT, WE BELIEVE THERE WILL BE ADDED COMMERCIAL BENEFITS FOR FMC AND U.S. TRADE IF FMC IS SUCCESSFUL. ONE, IT WOULD BE OF BENEFIT FOR FMC TO GET A Foothold IN PAKISTAN FOR POSSIBLE FURTHER PROJECTS. TWO, BECAUSE THE KARACHI STEEL MILL IS THE LARGEST INDUSTRIAL PROJECT EVER UNDERTAKEN IN PAKISTAN, FOR WHICH THE MAIN EQUIPMENT AND TECHNOLOGY IS BEING SUPPLIED BY THE SOVIET UNION, WINNING THIS PART OF BUSINESS WOULD ENHANCE THE IMAGE OF U.S. TECHNOLOGY, QUALITY, AND COMPETITIVENESS.

2. THE CONGEN WILL CONTINUE TO KEEP IN CLOSE CONTACT WITH FMC'S LOCAL AGENT AND WILL APPRECIATE BEING INFORMED
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OF NAMES AND ITINERARY OF FMC'S REPRESENTATIVES WHEN

AVAILABLE.

MOORE

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NNN

Message Attributes

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